

RECORD-BREAKING SALE
OF CARS IN GRAIN BELT

Biggest Crop in Years Coupled With War-Time Prices Results in Motor Car Famine.

A record breaking sale of motor cars following the harvesting of the biggest crops in years in the grain belt States is reported by C. H. Hurst, district representative for Dodge Brothers, at Omaha. Mr. Hurst has just arrived in Detroit, after an automobile trip of several thousand miles through the States of Iowa, Nebraska and South Dakota.

"The West has never seen conditions equal to the prosperity of the present season," says Mr. Hurst. "Since the war, wheat has advanced 18 to 20 cents per bushel. Corn and oats have shot up 10 and 11 cents per bushel, and this advance comes in the face of the biggest crops in the past five years."

"Naturally, the farmers are jubilant and are making the most of the opportunity. If the high prices asked for grain are not forthcoming, they hold their crops until the buyers from the big mills decide to meet them at their own figure. Over \$50,000,000 will be paid to Nebraska farmers alone, this year, for the bumper crops of that State."

"The prosperous conditions of the farmers' exchequer is reflected in the sale of motor cars in that section. Every dealer with whom I talked on my trip here has a list of cars for sale. Several dealers who have recently taken on Dodge Brothers' line have received deposits on cars, although the purchasers, of course, know one of the car's approximate price. It is freely predicted by Western automobile men that a shortage in motor cars will result from the unprecedented demand."

Although traveling through his territory for only a short period, Mr. Hurst quickly disposed of every car assigned by Dodge Brothers to his district. His trip to Detroit was made to solicit additional cars, and he has secured the promise of General Sales Manager Philip to increase his allotment of the new cars, which Dodge Brothers will bring out next month.

"Along about the first of August, General Sales Manager Philip made the prediction that 10,000 dealers would have made application for Dodge Brothers' sales rights by October 1," said George C. Hubbs, of Dodge Brothers. "Just how close he came to hitting the mark is shown by the total count for the first day of October. On that date 10,000 separate dealers from the United States and Canada had written in to the factory about the new car. Requests are still coming in at an average of 100 per day, with no sign of let-up."

Mr. Hubbs relates an incident concerning T. J. Doyle, Detroit dealer for Dodge Brothers, which exhibits some of the interest shown by prospects in the new car. Through some unknown source, the impression prevailed in Detroit, that Doyle was to receive his demonstration car on October 1. When Doyle reported at his office that morning, he found his salesroom crowded with prospects, all wanting to look at the new car. The Detroit man was compelled to explain that as yet he had received no car, but was in hopes of getting the first one by another thirty days. An over 300 people visited his salesrooms during the course of the day, Doyle reports putting in the busiest ten hours' work in some years.

"SAFETY FIRST CAR" MAKES
EXCELLENT RUN IN WEST

Secretary Frederick H. Elliott Creating Interest in "Safety First" on All the Highways.

It is by no means an easy life to spend week after week touring the country in an automobile, addressing meetings of citizens, societies, municipal officials, etc., until one's throat is raw and voice painfully hoarse; to be forced to eat at banquet after banquet, while at the same time longing for simple home cooking and a simple rest. That is what General Secretary Frederick H. Elliott, of the Safety First Society of New York, who is out on the road with the "Safety First" car, is having to do these days. As yet he has seen very little snow and not much rain, but plenty of rough roads, and he is tired, although enthusiastic over his remarkable success in stirring up interest in the safety first movement.

It is now practically certain that a national safety first federation will be established in the near future, and will have affiliated with it practically all of the local safety first organizations throughout the country. This is one of the plans of President Ogden L. Mills, of the Safety First Society of New York, and it was largely with the idea of accomplishing this that Mr. Elliott was sent on the road. The car which he is driving is equipped with various modern devices which tend to promote safety, such as antikick chains, bumper, fire extinguisher, electric signaling device, lamps which can be dimmed on unlighted roads when passing another vehicle, and wire wheels which are considered especially safe for automobiles, efficient brakes, etc., together with other devices.

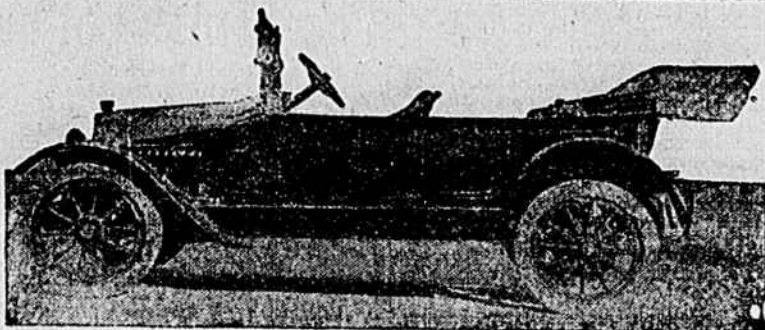
Mr. Elliott's efforts are by no means confined to safety as regards motor cars exclusively. There are numerous other means of promoting safety which the society favors. One of these is an ordinance prohibiting ice wagons and similar wagons from having a step in the rear. On this sort of vehicle children can jump on and off, and are liable to land in front of fast-moving vehicles. Condemnation of this has met with splendid response in various cities, and Mr. Elliott believes it will be only a short time before the owners of these wagons in all cities and the manufacturers of wagons will be obliged to eliminate the rear step. Public officials are opposed to stop wagons being used upon the city streets. In fact, in Utica and Syracuse while Mr. Elliott was there, two children were killed from riding on the rear of wagons.

During the past ten days the safety first car has visited the cities of Cleveland, Akron, Elyria, Toledo, Detroit, Jackson, Kalamazoo, South Bend, Hammond and Chicago.

Second Desert Classic.
November 6 is the date set for the start of the second San Diego-Pheonix motorcycle road race. Last year's battle with the sand, which became known as the "Desert Classic," was one of the most severe tests of machine and rider ever made in this country. On this account the winner of the event, Paul J. C. Derkum, was chosen to represent the United States in the international races on the Isle of Man, and in the 500-mile event at Dodge City, Iowa. It is predicted that Derkum's time of fifteen hours and four minutes will be considerably lowered this year. The course covers about 300 miles, a large part of the distance being trackless sand.

Answers Emergency Calls.
The value of the motorcycle in emergencies was recently demonstrated in Kansas City, Mo., when a heavy rainstorm seriously damaged the telephone system throughout the city. The telephone company had 3,000 trouble calls during one day. It was, of course, out of the question for the two trouble men to attend to all of them. Therefore, the eighteen repair men employed by the company were dispatched on motorcycles to ascertain the extent of the damage, and in many instances were able to make repairs without calling for the trouble wagons.

1915 Stearns-Knight "Light Four"

A. A. CLUBS PROTEST
AGAINST EXTRA TAXATION

Dr. H. M. Rowe, Maryland Member of Legislation Committee, Gives Facts to Senate Finance Committee.

Automobiles throughout the country are thoroughly aroused at the evident desire on the part of certain national legislators to place upon motor car owners a large percentage of the amount to be derived from the war tax measure.

State and local clubs of the American Automobile Association almost unanimously responded to the call of its special legislative committee, of which Dr. H. M. Rowe, of Maryland, served as chairman, to make known to members of Congress their positive objection to being seized upon anew as a source of attack for purposes of revenue.

The protest set forth in the unfairness of any legislation which singled out motor cars from other road vehicles. If gasoline motor cars were called upon to pay, it was asserted, all horse-drawn vehicles should be taxed, frankly admitting that their mileage is less and the tax should be accordingly graded.

The situation presented an opportunity to the American Automobile Association clubs to emphasize to the national legislators the just position which the association has taken in contending that all road vehicles should pay or none should pay.

In his communication to the Senate Finance Committee, Dr. Rowe set forth the following:

In many States motor car owners now pay two and three taxes, and furthermore, are discriminated against as a special class of road users in that other vehicles go untaxed. If it is right to tax one class of road vehicle, all vehicles should be similarly treated. This would be equally true in the imposition of any war tax, for it must now be apparent to all that automobiles have an equal right with all other vehicles to the free use of public highways, built and maintained by general taxation. Furthermore, the self-propelled vehicle has become of such common use that an extra tax at this time would be a burden and detrimental to the interests of the people at large. Moderate priced and moderate powered cars greatly exceed the comparatively small number of multi-powered motor cars.

"It is a conservative estimate to say that over half of the 1,000,000 automobiles in use have a positive commercial value, and the larger part of the remaining 50 per cent are partially employed seriously; carrying men to business or people to railroad stations, and otherwise serving those who abridge distance by road."

"We would call your attention to the fact that as citizens we shall pay with all others whatever general taxes may be imposed in any war measure adopted. But we do vigorously protest against any legislation which passes on to us an unfair proportion of the burden, and also carries with it a discrimination against one class of road vehicle."

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CHANDLER COMPANY HELPS
"BUY-A-BALE" MOVEMENT

Agents of Cleveland Company to Purchase Bale of Cotton for Every Car Sold in South.

Backing up the strong stand of the automobile industry in aiding the cotton growers of the South, officials of the Chandler Motor Company, Cleveland, have authorized their dealers in the Southern district to purchase a bale of cotton for every car sold during the next few months.

"We will co-operate with our dealers in the purchase of cotton until the present crisis is over in the South," says C. A. Emise, vice-president and sales manager of the Chandler Company. "For every car purchased by a Southerner we will buy a bale of cotton, either from the man who buys the car or from any source which will help the planter himself. We have already authorized one of our largest distributors in the South to buy a large supply of cotton outright."

Although conditions in the South, due to low prices prevailing in the cotton market, are not very encouraging to automobile dealers, more Chandler Sixes are being shipped to Southern dealers than at any time in the history of the company. Chandler distributors in that section have all increased their orders for 1915 delivery.

Plant Destroyed by Fire.
[Special to The Times-Dispatch.]
AMHERST, Va., October 17.—The milling and cold storage plant of the Piedmont Produce Company, located at Five River, Va., was completely destroyed by fire on Thursday night. The plant was operated by Captain T. O. Troy, of this place. The total loss is placed at between \$25,000 and \$30,000, and is partly covered by insurance.

CHALMERS

Master "Six" - \$2,175

Master "Light Six" \$1,650

CHALMERS-ENTZ ELECTRIC STARTER, NON-STALLABLE MOTOR.

Eastern Motor Sales Corp.

920 W. Broad Street.

Randolph 2666.

BRISCOE \$785

Completely Equipped

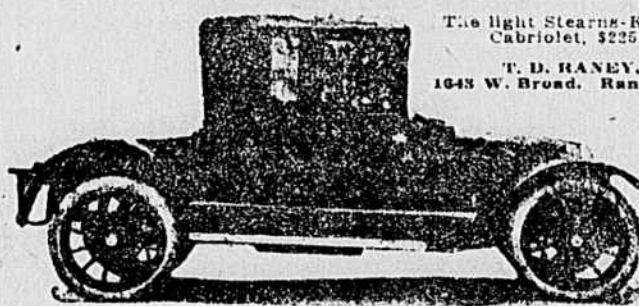
with electric starter, windshield top, top boot, speedometer and electric lights—in fact, everything that you can use on a car.

A wonderful car at remarkably low price.

N. G. SMITH, Distributor,

South Hill, Va.

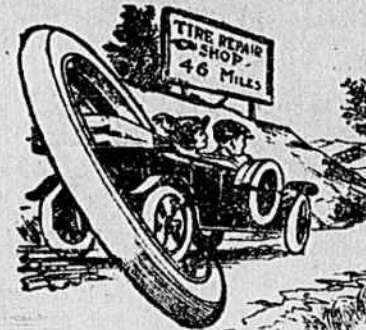
Several good counties in Virginia open for dealers; also city of Richmond. Telegram or telephone.



The Light Stearns-Knight Cabriolet, \$2250.

T. D. RANEY,

1645 W. Broad, Rand. 4167.



We'll Put You Through

all right if your car meets with an accident, get stalled for any mechanical reason. Don't pass our garage without having us take a look at your auto for fear there may be something wrong. If there is we'll make it right in a jiffy and insure the success of your trip.

BELL-VUE GARAGE
1217 West Broad Street,
Madison 1106-1107.
BROAD STREET GARAGE
1623 W. Broad Madison 1640.
Both Garages Under Same Management.
Ask A. Zackery.

Auto Supplies

TIRES AND ABOUT ALL ELSE THAT YOU CAN ASK FOR.

RIGHT GOODS, RIGHT PRICES

Chemi Company

629 East Main Street, Corner Seventh.

Low Price Car
With High Price
Features--



K R I T C A R

ALSOP MOTOR COMPANY, Inc.

1628 W. Broad. Showroom 212 N. Eighth. Ran. 2672.

1915

Overland

\$1075

Model 80
F. O. B. ToledoThe Advantages
of Magneto Ignition

THE new Overland is equipped with the finest high tension magneto.

This is entirely independent of the starting and lighting system.

High tension magneto ignition is conceded by the great majority of experts and engineers to be the most efficient. Also it is the most expensive.

All high-priced cars are equipped with a magneto.

Most popular priced cars have no magneto. Only the cheaper and less effective battery ignition is furnished.

Those manufacturers who use the battery ignition do so to cut down their manufacturing costs. They do not furnish a magneto because it is too costly.

A high tension magneto is furnished with the Overland because—

—it means a faster getaway.

—it means a livelier motor.

—it means more power at all speeds.

—it keeps the motor cool.

—it develops more power due to a hotter spark, which increases its heat as the motor speed increases.

The heat of an Overland spark, by actual test, is ten times greater than the spark of the ordinary battery ignition.

The high tension Overland magneto requires no dry cells.

The absence of a high tension magneto on a car is an indication that the car is not all it should be. Something very important is lacking, consequently there might be many other important things left off, of which you are not aware.

The Overland has every practical and essential improvement.

When you purchase an Overland you get the most stylish, most comfortable, most convenient, most complete and most carefully constructed car for the price in the world.

BRIEF SPECIFICATIONS:
Motor: 35 h. p.
Windshield, rain-vision,
ventilating top, built-in
Electric starter—Electric lights
Electric horn

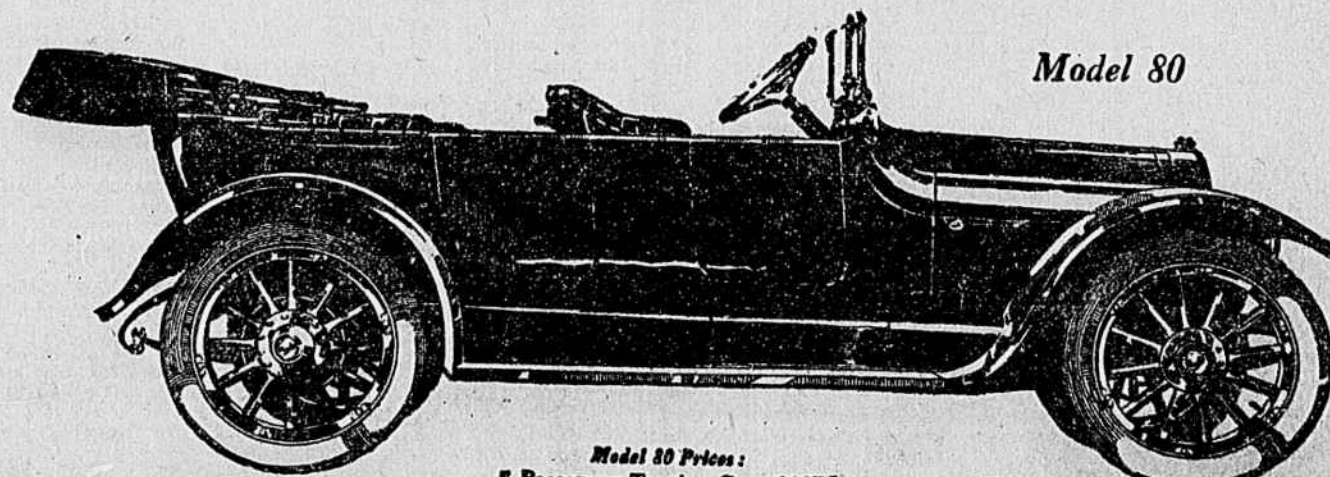
All electric switches on steering column
High-tension magneto
Rear axle floating top
Rear springs; underlung

Five bearing crankshaft
Wheel base: 114 inches
Large tires: 34 inch x 4 inch
Dismountable rim—one extra
Left-hand drive—center control

Necktie top and hood
High-grade magnetic speedometer
Robb roll, foot rest and curtain bar

OVERLAND MOTOR CO., Inc., Distributors, 114 W. Broad St., Telephone-Madison 7044

The Willys-Overland Company, Toledo, Ohio



Model 80

Model 80 Prices:

5 Passenger Touring Car—\$1075
2 Passenger Roadster—\$1050
4 Passenger Coupe—\$1600
All prices f. o. b. Toledo, Ohio

Model 81 Prices:
Delivery Wagon with closed body . . . \$298
Delivery Wagon with open body . . . \$250

Bright Tobacco Lands of Lunenburg
County, in the New Bright Tobacco Belt

ARE CHEAPER THAN IN THE OLD BELT.

And they are just as good and a little better. The Bright Tobacco Market at Kenbridge is full of buyers, and offers Big Inducements to Bright Tobacco Makers. The European War scare has not hurt the Kenbridge market, or the Bright Tobacco Lands of Lunenburg.

For further information write to the

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KENBRIDGE, VIRGINIA.

CARL T. RIPBERGER, General Manager.

676 Acres of Highly Improved Land

Situated one mile from Alberta, Va. Entire farm fenced in with net wire on cedar post; several miles of fencing running through farm of like kind. Three nice dwellings; well situated; all containing six rooms with two halls; seven barns, large stable and many outbuildings. Seven tenant houses; 150 acres lowland, now in excellent grazing condition; 350 acres in fine lot lands. This farm is considered the finest stock farm in the county; also one of the best bright tobacco farms. Well watered and plenty of wood and timber. This farm can be bought for a reasonable price—one-fourth cash, rest in one, two and three years. Apply.

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ALBERTA, VIRGINIA.